politics has had a chilling effect upor

Courtesy and Bu

The New York Times reports that "not a little discussion is going on in Gotham just now as to the wisdom and propriety of banishing from business letters the formal phrases with which it is now customary to begin and end them. The scientific apostles of the contract of the scientific apostles and the scientific apostles.

"The matter is not one altogether

tionable fact. The phrases to which they object are in most cases purely

I. C. White, the president of the

(Continued From First Page.)

contributing as it does to profitable farming, why land values in Woodford's vicinity have been boosting consistently during the past decade. It it true that Virginia dirt has been looking up all over the State during the same period. But Woodford's land has boomed a little more assiduously than the average. Two, three and four-dollar an acre land of ten years ago is to-day hard to obtain at three times that, and this in the face of the fact that not one jota of improvements to buildings, soils or fencings have been made

was proposed to bond the county to the extent of \$\frac{125,000}{200}\$ for building permanent roads throughout the county and to carry through Caroline's link in the Capital-to-Capital Auto Highway, is not our question now. It is that whatever odium may attach to the county from the Miami-Quebec Highway standpoint because of its failure to authorize the bond issue, none of this animosity can with justice be directed against the town which takes the place of a hero in this sketch.

The leading advocate of the measure is a citizen of Woodford. George Decay.

Now the timber is largely cleared away, and the agricultural possibilities of the section are on the eve of more complete development. Better tillage of each acre and a steadier redemption of vacant lands is following the obseof the section are on the eve of more complete development. Better tillage of each acre and a steadier redemption of vacant lands is following the obsequies of Woodford's most valuable lumber scources. There are still mills shipping lumber from the station, numbers of them; seldom has the railroad products from the side track than it outside some affluent suburbs of Rich-

Yet this material is coming from a distance hitherto unheard of in so many cars in actual Woodford's lumber annals, and it is only a question of time when the depletion of supply within profitable hauling distance of the railroad knocks out the town's lumber shipping altragether. altogether.

Crop Shipments.

Crop Shipments.

In point of agricultural shipping.
Woodford's premier crops are tobacco,
wheat and peas. Some corn and hay
are also sold this way; but the shipments of these staples have for some ments of these steps are in company years been very meagre. In company with all Virginia, Woodford and vi-cinity could and should produce far more corn and hay than it is doing

at the present time.

Strawberries are another prominent crop in the section in spring, carload shipments of this enticing fruit rolling frequently away from Woodford's dingy platform each spring. These sell largely in Pittsburgh, and the early controlled the producers from the carly controlled the carly controlled the carly carlot the carlo carl

dairying and orenaraling—strain production of summer apples.

Railroad records disclose that between the years 1880 and 1890 many barrels of these fruits were shipped from Woodford each summer and fall. Since then the ante-bellum planted orehards have died out, however, and istence. orehards have died out, nowever, and istence. It is next to impossible expect any profit from such cattle, seen fit to replant. Or, at most, they have set out winter varieties, which save in singularly favored localities, that corn makes the best sliage, do not produce commercially profitable crops in the locality. Even the hardy and obliging Winesap persistently and obliging Winesap persistently drops its fruit before ripening, owing to the rather warm, moist falls the section usually experiences

Cider and hog-meat might well be made of these wind-falls-and is made to some extent—but the orchards are not commercially profitable, and many

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Lighting

W. F. Mahoney

believe never will be until the winter varieties are replaced by the more perishable but much more reliable cropping summer sorts. Weekford Shies Its L44.

Whether or not Caroline County as a county voted wisely in the recently deceased bond issue election, when it was proposed to bond the county to the extent of \$125,000 for building

not one jota of improvements to buildings, soils or fencings have been made is a citizen of Woodford. George P. by the owners. It would be hard, outlyon, a member of Caroline's board of side of growing cities, to find a great-supervisors and a director of the cr lesson in what some propagandists Richmond-Washington Highway Corterm "unearned increment."

term "unearned increment."

Crops and Timber industries.

Woodford is to-day essentially a farm village, although lumber working plants are largely in evidence, and its principal shipping, by total cartonnage, is lumber and wood products. The real wealth of the community lies in the crops which are now grown, and could be grown.

This is especially apparent at this time, since most of the timber has been cut off the territory contiguous to the town. While lumber was plentiful the labor of the community found ready employment in the various mills sawing in the woods: also cutting, peeling and hauling pine to the excelsior factory, and gum and poplar to the railroad for shipment to Richmond paper pulp and basket mills.

Now the timber is largely cleared away, and the agricultural possibilities

The people as a wnoic will undoubted by profit by improved highways; but the timber is largely cleared and the agricultural possibilities through improvement to the roads being to the terms out would be the section are on the eve of more

Yet this material is coming from town of its doubtful whether any other a distance hitherto unheard of in woodford's lumber annals, and it is doubtful whether any other so many cars in actual ownership and daily use

Unless all signs fail, Woodford will

(Continued From First Page.) This is about all the forage you would time method, left standing in the field dingy platform each spring. These sell dingy platform each spring have been dealing production of a the producers from the producers from the producers from the cattle are turned in on them to pick a very scanty and untime to pick down here in Dixie thousand ways to make their farms with buildings and ald them in a sand ink, but down here in Dixie thousand ways to make their acres with buildings and ald them in a sand ink, but down here in Dixie thousand ways to make their acres with buildings and ald them in a sand ink, but down here in Dixie thousand ways to make their acres with buildings and ald them in a sand ink, but down here in Dixie them to produce in the buildings and ald them in a sand in sand ink, but down here in Dixie them to produce in the buildings and ald them in a sand in sa

South Boston Tobacco Market-[Special to The Times-Dispatch.]
South Boston, Va., October 18.—This season proving a record-breaker so far as high rices on leaf tobacco are concerned. Early the seventhes and eightles night prices would but never before has leaf tobacco extensionally like high prices and concernantly high prices are seasonably h

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

About More Money for Farmers—Just a Small Cloud—Business and the Amenities—Burkeville Should Take Hold-Motor Works Looking Southward—Hints, Wise

and Otherwise.

BY FRANK S. WOODSON, Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to short, the people are going ahead premarks hints and suggestions looking to the better development of the good old Staten of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such communications, addressed to the in Sichmond, but then in some sections dustrial Editor, will receive prompt communications, addressed to the In-dustrial Editor, will receive prompt business. In the back country the people have for so long been taught that business must practically suspend during a presidential campaign they did not put forth their very best of

Financing the Farmers President Taft has given his strong during a presidential campaign they approval to the proposition of financing the farming interests of the country, and this, thinks the Cincinnation small order that are waiting until ing the farming interests of the country, and this, thinks the Cincinnati Enquirer, "cannot fail to advance the idea, and it is to be hoped that the measure will assume such form as to command the affirmative action of Congress and the various State Legislatures." The Enquirer continues.

"Loans at low rates of interest, with the privilege of naving the principal

bers of them, seldom has the carried out more lumber and wood arried out more lumber and wood products from the side track than it Outside some affluent suburbs of Richproducts from to-day.

Outside some affluent suburbs of Richproducts from the side track than it Outside some affluent suburbs of Richproducts. With assured and certain ample supported to the side track than it outside some affluent suburbs of Richproducts. With assured and certain ample supported to the side track than it outside some affluent suburbs of Richproducts.

with assured and certain ample supplies, prices will not be unfair or unreasonable.

"It must be conceded that not only in the United States, but in the entire world, the demand upon the agricultural productions is steadily growing, and in the very nature of things, with increase in the urban and suburban populations with the content of the content opulations, with the constantly growong numbers of people in other occu-pations than cultivating the soil, with the higher standard of living that is pations than cultivating the soil, with the higher standard of living that is rapidly extending in all countries, there must follow increased production

rapidly extending in all countries, there must follow increased production from the farms if the demands are to be met at reasonable and fair prices.

"City and country should therefore insist upon this financial system, which will enable the farmers to extend their operations without the dangers existing in short-time loans, which will enable them with safety to equip their farms with profit-producing machinery, to improve their farms with buildings and aid them in a thousand ways to make their acres

It is hard profit to the farmers themselves.

On a farm of thin and true has been proposed since the establishment of the government that

scription looking for something to eat, snow or rain most probably falling, sit in poor stock eking out a bare exdistence. It is next to impossible to expect any profit from such cattle.

Corn the Best Silage Plant.

It has been practically demonstrated in the though it is a good plan to plant cow pass of some running variety in the post some running variety in the every other stalks. This is done every other stalk when the corn is a few feet high. Then run a cultivator, so as to throw a little dirt to the corn, which will also cover peas, then when these begin to grow they will run up to the stalks, and if a binder is used, they will not be lost in handling the corn.

The cost of silos, naturally, varies according to size and to the nature of the material of which they are continuous contents.

The lost of silos, naturally, varies according to size and to the nature of the material of which they are contents and in nation, sition to finance the farmers, who have been embarrassed by difficulty of obtaining needed funds at low rates of interest and to be cattering to obtaining needed funds at low rates of interest and to be contents.

A system of co-operative banks, esting the convenient amounts during long periods of time."

A system of co-operative banks, esting the convenient amounts during to meet the needs, yea, the demands above referred to, has been discussed at length by several writtence. It is not the columns of various issues of this section of The Times-Dispatch, so as to throw a little dirt to the corn, which will also cover peas, then when the soft in the west Virginia Board of Trade, reports that there is some danger of a great to the town at the supply of natural gas that there is some danger of a great to the cover of interest and to be a lost of matural gas that there is some danger of a great to the cover of interest and to be at low rates of interest and to be a lost of matural gas there supply of natural gas there is some danger of a great to the cover of interest and to be a lost of the cov

Eighteenth and Cary Sta. Richmond Va.

GLASS



(Continued From First Page.) ducts if they could get the raw mater

ducts if they could get the raw material is simply milk.

There ought to be ten times as many creameries in Virginia as there are and every one of them ought to be on the large order and these would be the facts if the farmers would give more attention to the raising of dairy cattle and thus furnish the creameries with the raw material, milk. This bulletin 27, shows that some progress has been 27, shows that some progress has been made along this line in various parts of the State and how much greater

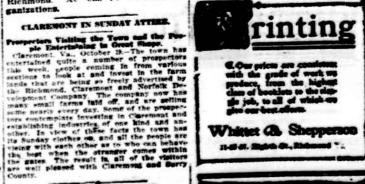
not considered much of a dairying State. Other lines of agriculture had been followed for so long that the farmers were somewhat slow in mak-ing a start in this very important inbeginning and demonstrated that milk could be produced just as economically in Virginia as anywhere else. The constantly growing markets for dairy products have also been factors, and the result has been that in the last few years the raising and breeding of dairy cattle, and the production of dairy pro-ducts, has received much more atten-tion, and everything considered, the

"While the production is still small compared with the dairy States of the North and West, good progress has been made, and the next few years will show a very rapid develops "The State, geographically, is divided into five sections; Tidewater Virginia, Middle Virginia, Piedmont Virginia, Valley of Virginia and Southwest Virginia. In all these sections creameries have been established and tures, are superior grazing sections for years beef cattle have been suc cessfully raised. While the east of the Blue Ridge, are not, geneasily and economically grown

"The profits to be secured from a this feed be secured at the lowest poswho have had experience in the grazing season is a very long one. Crimson clover and rye are early crops

Mr. Howard then discusses silage a some length and makes some valuable estimates of the cost of providing silos. Every farmer in Virginia ough to read this valuable bulletin with to read this valuable bulletin with care and every farmer can get a copy simply by writing to the Dairy

(Continued From First Page.) value of \$4.783,955,000. These crops last year on the October 1 valuation pany is the history of many more were estimated as worth \$4,660.135,000 meritorious establishments here on the were estimated as worth \$4,660,135,000. There is much difference in the various crops as to quantity and value between this and last year. Nowhere is this difference more marked than to that history just for a moment.



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(Continued From First Page.)

ple in other parts of the country heard of these great things about Richmond because, the drummer boys from Sauer's mighty factory and the other factories and the wholesale houses and the insurance companies and the packing houses have been letting the world know that these things are here, and Sauer's trans-parent recepticles for the famous extracts carry to tables and kitchens all over the country the name of Rich-mond, and the tobacco cans and bags and boxes and the stoves and nail kegs and cigar boxes and grocery and dry goods and hat boxes and packing house boxes and barrels and biscuit and cracker boxes and flour bags and barrels, etc., etc., are carrying the same good name everywhere in the

Yes, it is just such shops as that of the Sauer Company that are making Richmond great in this wonderful commercial era. There are many of them here, and all of them ought to make it a point to celebrate an annimake it a point to celebrate an anniversary now and then. It has the effect to make us people here at home prouder and prouder of the old town, and incidentally to give some rather slow, old-timers as complete an idea of Richmond's commercial and industriel greatness as has been conveyed to the people beyond the mountains and across the Continent and sup to Canada and down to Mexico by the wideawake young men who sell wideswake young men who sell Richmond goods all over America. The history of the twenty-five years rapid growth of the C. F. Sauer Com-

service the time a little diet to the certification of the short is deed, they will not be test in healthing the service of the short o

Mighty Ros Predictor With An Appetite
Cognitio of Fredering Statements,
A writer in the Country Gentlemen has
just discovered that "a cortine velocity or
more eggs than a Leghows het, and the
more eggs than a Leghows het, and the
room of the complete of the control of the
more eggs than a Leghows het, and the
room to be recentled for times or fast as
chickent." And he says: "Bore week
seem to be recentled for going into duthseem to be recentled for going into duthferming—if it were not for the best and her greprejedice in dever of the best and her greduct."

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gregating \$40,000, as follows: 200 feet on Kensington Avenue for \$7,000, and vacant ground on West Cary Street, near the Boulevard. On this last named the purchaser intends to erect six or more houses for rental

Phillips & Robinson tell of the sales

Phillips & Robinson tell of the sales of four houses on North Sixth Street, a house on Church Hill, one on Hanover Avenue, four flats on Munford Street and a lot on Stuart Avenue, all of which footed up close to \$25,000.

Other agents, many of them, confees to having made sales of various kinds, mostly on the smaller order, but they politely decline to go into particular of the remotest kind. Some, however, acknowledge that all of their business for the past week consisted in "shak-The men who make a suburban property were in fine humor and say they are having fairly good business and all sorts of inquiry. They also report from some of the suburba that building operations were never